

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/BED/OED/MEPD/WHAIMES/CF
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COM/BED/OED/MEPD/JNRANDOLPH JR
COM/BED/OED/MEPD/SMCONGER, DIR.
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NEA/RA:RDAY (INFO)

-----103618 192233Z /61

P 192202Z JUL 78
FM SECSTATE WASHDC
TO AMEMBASSY COLOMBO PRIORITY

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E.O. 11652: N/A

TAGS: BENC, CE

SUBJECT: MAJOR PROJECT: OXYGEN/NITROGEN PLANT

REF: A) COLOMBO 2961, B) COLOMBO 2949

1. HRI ENGINEERING RESPONDED TO ORIGINAL TENDER NOTICE FOR SUBJECT PROJECT WITH A MARCH 22 TELEX TO CEYLON OXYGEN OFFERING TECHNICAL ADVISORY SERVICES TO HELP CEYLON OXYGEN MORE PRECISELY DEFINE THE PLANT AND EQUIPMENT NEEDED FOR THIS PROJECT. COMPANY NEVER RECEIVED RESPONSE. HRI WISHES TO RESPOND TO SECOND TENDER WITH MORE SPECIFIC PROPOSAL FOR INSTALLING COMPLETE PLANT, BUT NEEDS ADDITIONAL INFORMATION. HRI HAS REQUESTED EMBASSY'S ASSISTANCE IN OBTAINING ANSWERS ASAP TO FOLLOWING: A) WHAT ARE AMBIENT DESIGN CONDITIONS (I.E. PRODUCT SPECIFICATIONS AND QUALITY, AVAILABLE UTILITIES, TEMPERATURE/HUMIDITY CONDITIONS, ETC.)?

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B) WHAT IS REQUIRED PRODUCT SPLIT BETWEEN LIQUID OXYGEN AND NITROGEN? C) HOW MUCH ARGON IS NEEDED? D) WHAT ARE THE FINANCING ARRANGEMENTS; ARE SUPPLIERS EXPECTED TO SUPPLY FINANCING PACKAGE?

2. WE HAVE ADVISED HRI THAT OTHER COMPANIES HAVE APPARENTLY BEEN ABLE TO RESPOND TO TENDER ALREADY AND

THAT CEYLON OXYGEN HAS NOT INDICATED AN INTEREST IN OBTAINING SEPARATE ENGINEERING SERVICES. NONETHELESS, WOULD APPRECIATE EMBASSY'S CHECKING WITH CEYLON OXYGEN FOR ANSWERS TO HRI'S QUESTIONS ASAP.

3. WE HAVE ALSO BEEN ADVISED THAT AIR PRODUCTS AND CHEMICALS AS WELL AS SUPERIOR AIR PRODUCTS HAVE SENT THEIR RESPONSES TO CEYLON OXYGEN FOR SECOND TENDER. IN ADDITION, AT SUPERIOR'S REQUEST, REXARC INTERNATIONAL HAS SENT QUOTATION ON ACETYLENE EQUIPMENT, AND UNION CARBIDE'S LINDE DIVISION HAS QUOTED ON LIQUID STORAGE TANKS. WHILE EMBASSY IS TALKING TO CEYLON OXYGEN ON HRI'S REQUEST, COULD EMBASSY MAKE SURE THAT CEYLON OXYGEN HAS RECEIVED THE CORRESPONDENCE FROM ALL THESE OTHER FIRMS.
CHRISTOPHER

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